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PACIFIC FRUIT EXPRESS COMPANY
PACIFIC FRUIT EXPRESS CO.
SACRAMENTO, CALIF.
April News Letter

1955 APR 20 AM 8 19

San Francisco, April 15, 1955

ALL P.F.E. EMPLOYEES:

P.F.E. Loadings

	1955			1954		
	<u>PFE Cars</u>	<u>Foreigns</u>	<u>Total</u>	<u>PFE Cars</u>	<u>Foreigns</u>	<u>Total</u>
March	27,825	1,293	29,118	28,869	1,945	30,814
Jan.-Mar.	78,398	4,278	82,676	86,538	6,216	92,754

Car Situation:

Supplies on Contract Lines are increasing gradually due principally to seasonally light loading. PFE cars are being injected into Eastern foreign line loading at the rate of 200 to 225 daily. This off line loading will diminish toward the end of April and will result in an increased west tide that will provide an ample build up in supplies on the West Coast well in advance of heavy summer loading season.

Crop Conditions - Western Territory

General: With the close of heater season April 15th, canned goods and wine shippers throughout the territory will revert to box cars.

Oregon: Frozen foods moving in good volume as shippers are endeavoring to clean out storages prior to May 1st tax date in Oregon. Potatoes from the Klamath Basin and pears from Medford are moving in light volume and the season is expected to end shortly after May 1st.

Northern and Central California: Asparagus movement from the Stockton District has been retarded by cold weather and is not expected to reach volume freight movement until second week in April. Lettuce from the Salinas District has also been set back by cold weather, with first shipments expected April 18th, volume building up rapidly by end of the month. Valencia movement from the Porterville District is expected to start April 15th and will reach peak first week in May. Potato loading in the Bakersfield District has been retarded by cold weather and first shipments are not expected until week of April 18th.

Southern California: Lettuce from Yuma Valley is declining and should be over by April 15th. Movement from Salt River Valley is now at its peak. Tomato production from the West Coast of Mexico has been below expectations due to adverse weather. Cantaloupe and watermelon shipments from this section are expected to start in April but will be in lighter volume than in previous years due to adverse weather. Citrus and miscellaneous vegetables in Colton-Los Angeles and Oxnard-Guadalupe sections are moving in good volume and should continue at this rate through the month.

San Francisco April 15, 1922

April 20 AM 8 10

ALL P.F.E. EMPLOYEES:

P.F.E. Loadings

1922		1921	
P.F.E. Cars Loadings		P.F.E. Cars Loadings	
Total		Total	
March	27,825	1,293,118	26,669
Jan-Mar.	18,398	4,278,182,676	86,538
			32,754

General Situation:

Supplies on Contract Lines are increasing gradually due principally to seasonally light loading. P.F.E. cars are being injected into Eastern foreign line loading at the rate of 200 to 225 daily. This off line loading will diminish toward the end of April and will result in an increased west side that will provide an ample build up in supplies on the West Coast well in advance of heavy summer loading season.

Crop Conditions - Western Territory

General: With the close of harvest season April 15th, canned goods and wine shipments throughout the territory will revert to box cars.

Oregon: Frozen foods moving in good volume at shipper's and endeavoring to clean out storages prior to May 1st tar date in Oregon.

Potatoes from the Klamath Basin and bears from Medford are moving in light volume and the season is expected to end shortly after May 1st.

Northern and Central California: Asparagus movement from the Stockton District has been retarded by cold weather and is not expected to reach volume freight movement until second week in April. Potatoes from the Salinas District has also been set back by cold weather. With first shipments expected April 15th, volume building up rapidly by end of the month. Valuable movement from the Forterville District is expected to start April 15th and will reach peak first week in May. Potato loading in the Bakerfield District has been retarded by cold weather and first shipments are not expected until week of April 15th.

Southern California: Distance from Yuma Valley is declining and should be over by April 15th. Movement from Salt River Valley is now at its peak. Tomato production from the West Coast of Mexico has been below expectations due to adverse weather. Cantaloupes and watermelon shipments from this section are expected to start in April but will be in lighter volume than in previous years due to adverse weather. Utters and miscellaneous vegetables in Coachella, Los Angeles and Oxnard. Cantaloupes sections are moving in good volume and should continue at this rate through the month.

T&NO: Adverse weather conditions first part of April retarded tomato and melon movements, with some slight loss in production reported. Miscellaneous vegetables continue to move in better volume than last year from the Rio Grande Valley due to the late season. Onions from the Laredo and Coastal Bend sections are expected to pick up gradually during month. Cantaloupe shipments from the National of Mexico have been moving in heavier volume than previous years and are expected to continue through the month.

Crop Conditions Along Union Pacific

Prevalence of cold, dry weather in southeastern Idaho has maintained good quality in stored potatoes, enabling growers to hold up shipping in anticipation of improved markets. The almost nation-wide cold spell early in April badly damaged potato crops in the Southern States, particularly in the heavy producing area of Alabama. As a result, markets for Idaho potatoes improved immediately and stock has been moving in good volume which, if continued, will deplete the storage early in May. Spring plowing is underway in southwestern Idaho also pruning and spraying is in progress.

Northwest District: Loading is at normal April level consisting of storage fruit and miscellaneous items such as frozen foods, evergreens, beer, etc.

Eastern District: Potato movement from Colorado and western Nebraska is well ahead of the first quarter movement of last year and with present good markets volume shipments will continue until supplies are depleted.

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Comparative figures for loading of perishables and semi-perishables on PFE Contract Lines for years 1953 and 1954 are as follows:

	<u>1953</u>	<u>1954</u>	<u>Inc.</u>	<u>Dec.</u>
Apples	5,967	5,993	26	
Bananas	15,877	13,945		1,932
Cantaloupes	26,836	29,350	2,514	
Carrots	16,591	13,328		3,263
Cauliflower	5,394	6,573	1,179	
Celery	14,464	14,665	201	
Citrus	34,622	28,928		5,694
Tree Fruit	3,362	2,847		515
Grapes	14,159	15,468	1,309	
Lettuce	66,819	63,641		3,178
Onions	12,323	12,244		79
Peaches	2,655	2,595		60
Pears	10,202	11,126	924	
Green Peas	980	923		57
Sub Total	230,251	221,626		8,625

(Continued)

1953: Adverse weather conditions first part of April retarded potato and banana movements, with some slight loss in production reported. Miscellaneous vegetables continue to move in better volume than last year from the Rio Grande Valley due to the late season. Onions from the Paredos and Coastal Band sections are expected to pick up gradually during month. Cantaloupe shipments from the National of Mexico have been moving in heavier volume than previous years and are expected to continue through the month.

Crop Conditions Along Union Pacific

Prevalence of cold, dry weather in southeastern Idaho has maintained good quality instored potatoes, enabling growers to hold up shipping in anticipation of improved markets. The almost nation-wide cold spell early in April badly damaged potato crops in the Northern States, particularly in the heavy producing areas of Alabama. As a result, markets for Idaho potatoes improved immediately and stock has been moving in good volume which, if continued, will deplete the storage early in May. Spring plowing is underway in southwestern Idaho also and spraying is in progress.

Northwest District: Loading is at normal April level consisting of storage fruit and miscellaneous items such as frozen foods, evergreens, beer, etc.

Eastern District: Potato movement from Colorado and western Nebraska is well ahead of the first quarter movement of last year and with present good markets volume shipments will continue until supplies are depleted.

Comparative figures for loading of perishables and semi-perishables on PUE Contract Lines for years 1953 and 1954 are as follows:

	1953	1954	1955
Apples	25,967	25,993	25,993
Bananas	15,877	13,945	13,945
Cantaloupes	26,836	20,350	20,350
Carrots	16,801	13,328	13,328
Calliflowers	5,394	6,573	6,573
Celery	14,661	14,665	14,665
Citrus	34,622	28,928	28,928
Tree Fruit	3,362	2,647	2,647
Grapes	14,159	15,458	15,458
Lettuce	66,819	63,641	63,641
Onions	12,323	12,244	12,244
Peaches	2,622	2,292	2,292
Pears	10,202	11,126	11,126
Green Beans	980	923	923
Total	230,251	221,626	221,626

(Continued)

	<u>1953</u>	<u>1954</u>	<u>Inc.</u>	<u>Dec.</u>
(From preceding page)	230,251	221,626		8,625
Plums	2,665	2,094		571
Potatoes	85,084	74,755		10,329
Other vegetables	16,751	17,857	1,106	
Tomatoes	15,979	15,087		892
Frozen foods	10,769	9,162		1,607
Beverages	3,278	3,085		193
Canned goods	25,014	23,323		1,691
Watermelons	3,078	3,761	683	
Meat and P. H. P.	7,281	7,816	535	
Other miscellaneous	<u>18,556</u>	<u>18,900</u>	<u>344</u>	
Total	418,706	397,466		21,240

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There is a report attached dealing with our only agency located in Canada -- that at Montreal under the direction of Mr. A. L. Hamilton, Canadian General Agent. This is an important agency mainly for receipt of perishables from the United States.

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"For the friendship of two, the patience
of one is necessary."
-Indian Proverb.

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K. V. PLUMMER

Attachment

	1953	1954	Inc.	Dec.
(From preceding page)	230,231	221,444		8,622
Films	2,462	2,004		571
Potatoes	85,084	74,752		10,332
Other vegetables	16,751	17,857	1,106	
Tomatoes	12,979	12,087		892
Frozen foods	10,769	9,162		1,607
Beverages	3,278	3,082		196
Canned goods	25,014	23,323		1,691
Watermelons	3,078	3,761	683	
Meats and P. H. P.	7,281	7,616	335	
Other miscellaneous	18,756	18,900	144	
Total	418,706	397,466		21,240

There is a report attached dealing with our only agency located in Canada -- that at Montreal under the direction of Mr. A. L. Hamilton, Canadian General Agent. This is an important agency mainly for receipt of perishables from the United States.

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-Indian Proverb-

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Attachment

MONTREAL AGENCY

In June of 1931 a survey was made of receivers and carriers in the principal Canadian cities to determine their reaction to this Company establishing an office for assisting the fruit trade by furnishing records, passing advice and handling diversions on traffic under our jurisdiction.

After analysis and consideration, an agency was established, Montreal being selected for the reason that System headquarters of the Canadian Pacific Railway and the Canadian National Railways were located here, affording direct contact on car matters.

The Canadian National were then constructing a Fruit Terminal, to be known as the Montreal Fruit & Produce Terminal Co., Ltd., establishing under one roof sales and office space for the fruit trade then located a few blocks away in individual buildings.

The building when completed contained 46,230 sq.ft. of sales floor space and 74 units of office space, together with an auction room and other facilities for housing their own and C.N.R. Fruit Foreman's staff. It was formally opened August 1, 1931, and we have been quartered there ever since.

The Auction Company functioned until early in 1932, when it was disbanded thru lack of interest in auction sales by the trade as a whole.

Other than small express lots, rail carload shipments only are handled in the Terminal. Cars arriving via C.N.R., unless previously ordered for unloading at the Fruit Terminal, are placed on a hold track for later disposition.

Present track facilities afford spotting of 153 cars for unloading, while 26 cars may be spotted at the house for unloading direct onto the sales floor. Generally speaking, only dry commodities are unloaded on the floor, and samples of "wet" or iced goods are brought in for display, deliveries of these items being made to the buyer direct from the car. No potatoes, other than imported and no bananas whatever, are handled on the Terminal facilities. These particular commodities are unloaded on various team tracks throughout the City. Deliveries to Great A. & P. T. Co., Thrift Stores Ltd., and Steinberg's Ltd., are affected at their own warehouses.

During the summer months, fruits and vegetables from the Niagara Peninsula and Southern Ontario, move principally in carloads by express. In that period the Canadian National Express maintains an office and unloading shed adjacent to the Fruit Terminal Building, for handling these shipments.

No truck transports are permitted to unload on the property.

As the City grew, unloadings in the Fruit Terminal grew also.

MONTREAL AGENCY

In June of 1931 a survey was made of receivers and carriers in the principal Canadian cities to determine their respective policies in the fruit trade by establishing an office for assisting the fruit trade by furnishing records, passing advice and handling divisions on traffic under our jurisdiction.

After analysis and consideration, an agency was established, Montreal being selected for the reason that system headquarters of the Canadian Pacific Railway and the Canadian National Railways were located here, affording direct contact on car matters.

The Canadian National were then considering a Fruit Terminal, to be known as the Montreal Fruit & Produce Terminal Co., Ltd., establishing under one roof sales and office space for the fruit trade then located a few blocks away in individual buildings.

The building when completed contained 16,236 sq. ft. of sales floor space and 14 units of office space, together with an auction room and other facilities for handling their own and C.N.R. Fruit Terminal's staff. It was formally opened August 1, 1931, and we have been headquartered there ever since.

The Auction Company functioned until early in 1932, when it was abandoned; thus lack of interest in auction sales by the trade as a whole.

Other than small express lots, fruit carload shipments only are handled in the Terminal, cars arriving via C.N.R., unless previously ordered for unloading at the Fruit Terminal, are placed on a hold track for later disposition.

Present track facilities afford spotting of 193 cars for unloading. While 25 cars may be spotted at the house for unloading direct onto the sales floor, generally speaking, only dry commodities are unloaded on the floor, and samples of "wet" or food goods are brought in for display, deliveries of these items being made to the buyers direct from the car. Potatoes, other than imported and no bananas whatever, are handled on the Terminal facilities. These particular commodities are unloaded on various team trucks throughout the City. Deliveries to Great A. & P. Co., Fruit Stores, Ltd., and Steinberg's Ltd., are effected at their own warehouses.

During the summer months, fruit and vegetables from the Niagara Peninsula and Southern Ontario, move principally in carloads by express. In that period the Canadian National Express maintains an office and unloading shed adjacent to the Fruit Terminal Building, for handling these shipments.

No truck shipments are permitted to unload at the property. As the City grew, unloading in the Fruit Terminal grew also.

In 1932, the first full year of operation, 4,788 cars were handled. In 1954, they reached a total of 8,728 cars, or an average of slightly over 725 cars per month.

The greater portion of cars for Montreal are routed via C.N.R., as the Fruit Terminal is located on those rails. Cars routed via C.P.R., are generally switched to the C.N.R. for delivery.

Block reports are received by mail from the Chicago office. Passing advice and other matters requiring fast handling are received over a Union Pacific teletype circuit (Chicago-Toronto-Montreal), which was installed and put into operation March 29, 1954, and affords us rapid transmission facilities. This circuit is available to us 8:00 AM to 5:00 PM, Monday to Friday. On Saturdays, passing advice, diversion orders, etc. are handled with Chicago office by telephone. After office hours, Western Union - Canadian National Telegraphs' commercial circuits are used.

Passing advice is distributed principally by post card to all concerned in the territory, which embraces all of the Province of Ontario, East of Port Arthur and Fort William on the North and East of, but not including Windsor and Sarnia on the West. All of the Provinces of Quebec, New Brunswick, Nova Scotia, Newfoundland, and Prince Edward Island, comprise the balance. Information for those in and adjacent to the Terminal is distributed by messenger. Wire advice is given only on request, and it is in the minority.

Consistent with the growth of Canada and particularly the area served by this office, we find cities and towns served by a wholesaler, who formerly secured his supplies from the nearest large distributing center, now taking commodities in carload lots.

Our only records available show that we used a combined total of 14,802 post cards and forms 64-2 in 1947, to report 28,910 passings to receivers. In 1954, we used 21,700 forms to report 45,200 passings. The number of carload receivers served in this territory is approximately 175.

A review of 37-3 reports shows 11,605 cars billed to actual receivers in this territory in 1954, while in 1932, there were but 6,162 cars.

This office endeavors to police the entire Canadian National and Canadian Pacific systems in regard to car movements. Admittedly, trying to look after the lines of both railways West of Winnipeg is a long range operation; nevertheless, we have been rather successful in keeping empties moving toward home. Cars on both railroads East of Winnipeg may be more closely watched for the reason that detailed car movement records are available in Montreal.

From time to time, both lines ask for assistance in moving perishables, particularly potatoes grown in Maine and New Brunswick

In 1932, the first full year of operation, 11,788 cars were handled. In 1931, they reached a total of 6,728 cars, or an average of slightly over 725 cars per month.

The greater portion of cars for Montreal are routed via G.N.R., as the Front Terminal is located on those rails. Cars routed via C.P.R. are generally switched to the G.N.R. for delivery.

Block reports are received by mail from the Chicago office. Passing advice and other matters requiring fast handling are received over a Union Pacific teletype circuit (Chicago-Toronto-Montreal), which was installed and put into operation March 29, 1934, and extends via rapid transmission facilities. This circuit is available to us 8:00 AM to 5:00 PM, Monday to Friday. On Saturdays, passing advice, diversion orders, etc., are handled with Chicago office by telephone. After office hours, Western Union - Canadian National Telegraphs' communication circuits are used.

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Consistent with the growth of Canada and particularly the area served by this office, as time elapses and towns served by a wholesaler, who formerly secured his supplies from the nearest large distributing center, now taking commodities in carload lots.

Our only records available show that we used a combined total of 14,802 post cards and forms 4-2 in 1937, to report 28,910 passings to receivers. In 1934, we used 21,700 forms to report 45,200 passings. The number of carload receivers served in this territory is approximately 175.

A review of 37-3 reports shows 11,602 cars filled to actual receivers in this territory in 1934, while in 1932, there were but 6,162 cars.

This office endeavors to police the entire Canadian National and Canadian Pacific systems in regard to car movements. Admittedly, trying to look after the lines of both railways West of Winnipeg is a long range operation; nevertheless, we have been rather successful in keeping empty cars moving toward home. Cars on both railroads East of Winnipeg may be more closely watched for the reason that detailed car movement records are available in Montreal.

From time to time, both lines ask for assistance in moving perishables, particularly potatoes grown in Maine and New Brunswick.

on the C.P.R., and others originating on C.N.R. rails on Prince Edward Island and in New Brunswick. On being authorized to furnish cars, this office polices their movements to reduce delays in loading. Our cooperation with these lines in this respect has been quite a factor in getting prompt handling of PFEs when our own car situation is precarious.

Reports of cars loaded on both lines are received weekly from their District Supervisors. These help us in detecting misuses which could not otherwise be discovered.

A new Fruit Terminal, known as the Ontario Food Terminal, constructed with Provincial aid, and located about six miles west of the downtown area, was opened to receivers in July, 1954, and most deliveries are made at this Terminal. It being available to tenants only.

While located adjacent to the Canadian National Railways and served by their rails, the Canadian Pacific Railway also have access.

The site covers 55 acres, of which 27 acres are paved.

The building is divided into 40 Produce units, 80' x 22', first floor, and 96' x 22' basement, connected by two-way power conveyors and staircase. Each unit has direct access to railway sidings. There are 22 auxiliary units designed for banana and tomato ripening and vegetable prepackaging. Cold storage space of 48,000 sq.ft. all on one floor level with interior covered railway sidings on two sides is also available. Office space is provided on second floor for produce firms brokers, freight, customs and government inspection branches, and banks.

Track facilities comprise 165 car capacity team tracks, 98 car capacity house and service tracks along side of building.

All dock and floor heights set for hand trucks, lift trucks, transport trucking and railway cars, and all covered by 9 and 16 foot canopies.

Cars consigned to firms such as Loblaw Groceterias Ltd., The Great A. & P.T. Co., Dominion Stores Ltd., and National Grocers Co., Ltd., who operate chains of retail and wholesale outlets are delivered to their own warehouses for unloading. This is also true in the case of the Brown Produce Co. and Pak-4-U, who have their own warehouses where they specialize in prepackaging.

A few cars, principally oranges and tomatoes, are still taken delivery of by firms who retained their warehouses in the old downtown market area.

Customs regulations provide that shipments intended for

on the C.P.R. and other transportation on C.N.R. rails on Prince Edward Island and in New Brunswick. On being authorized to furnish cases, this office policies their movements to reduce delays in loading. Our cooperation with these lines in this respect has been quite satisfactory in getting prompt handling of cases when our own car situation is precarious.

Reports of cars loaded on both lines are received weekly from their district supervisors. These help us in detecting mistakes which could not otherwise be discovered.

A new Fruit Terminal, known as the Ontario Food Terminal, constructed with Provincial aid, and located about six miles west of the downtown area, was opened to receivers in July, 1951, and most deliveries are made at this Terminal. It being available to tenants only.

While located adjacent to the Canadian National Railways and served by their rails, the Canadian Pacific Railway also have access.

The site covers 25 acres, of which 27 acres are paved.

The building is divided into 40 produce units, 20 x 22, first floor, and 20 x 22, basement, connected by two-way power conveyors and stairs. Each unit has direct access to railway sidings. There are 22 auxiliary units designed for bananas and tomato packing and vegetable preparation. Cold storage space of 18,000 sq. ft. on one floor level with interior covered railway sidings on two sides is also available. Office space is provided on second floor for produce firms, brokers, freight, customs and government inspection branches, and banks.

Track facilities comprise 18 car capacity team tracks, 96 car capacity house and service tracks along side of building.

All dock and floor heights set for hand trucks, lifts, trucks, transport trucks, and railway cars, and all covered by 9 and 16 foot canopies.

Cars assigned to firms such as Dominion Groceries Ltd., The Great W.E. Co., Dominion Stores Ltd., and Western Grocers Co., Ltd., who operate chains of retail and wholesale outlets are delivered to their own warehouses for unloading. This is also true in the case of the Brown Produce Co. and Fair-U, who have their own warehouses where they specialize in packaging.

A few cars, principally oranges and tomatoes, are still taken delivery of by firms who retained their warehouses in the old downtown market area.

Customs regulations provide that shipments intended for

Canada must be so billed at the time of shipment or must be diverted to a bonafide importer while car is within the producing area. Generally, filing of diversion orders within 24 hours after shipment is considered as meeting this requirement as to diversion. The actual change in billing may be accomplished at any point for rail-road convenience.

There are some exceptions to this. Goods of a nature that are not grown in Canada, such as citrus, pineapples, etc. may be purchased at anytime or place for entry into Canada. Thus, all commodities which originate on our contract lines are bought on practically an f.o.b. basis.

With but few exceptions, the Canadian receiver does not speculate on the U.S. markets, most shipments rolling to the original billed destination; therefore, the frequency of diversion is not high. In 1932, we handled but 167, while in 1954, the total was 2,087.

Toronto, the second largest city in Canada, is also located within this Agency jurisdiction. It also is served by both the Canadian Pacific and Canadian National Railways.

Toronto is also headquarters for the Central Region of the C.N.R., and for C.P.R. lines east of Fort William.

The other principal cities serving the Territory are, Hamilton, North Bay, and Ottawa in Ontario; Sherbrooke and Quebec City in Quebec; Saint John in New Brunswick; and Halifax and Sydney in Nova Scotia.

Shipments for points in Newfoundland are usually handled by rail to North Sydney, N.S., unloaded and transferred to Steamers, then reloaded into narrow gauge cars at Port Aux Basques, N.F., for furtherance to destination. Other services to Newfoundland are afforded through Halifax.

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Canada must be so billed at the time of shipment or must be diverted to a bonded importer while it is within the processing area. Generally, filing of diversion orders within 24 hours after shipment is considered as meeting this requirement as to diversion. The actual change in billing may be accomplished at any point for rail-road convenience.

There are some exceptions to this. Goods of a nature that are not grown in Canada, such as citrus, pineapples, etc., may be purchased at anytime or place for entry into Canada. Thus, all commodities which originate on our coasted lines are bought on practically an f.o.b. basis.

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Toronto is also headquarters for the Central Region of the G.N.R., and for C.P.R. lines east of Port William.

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Shipments for points in Newfoundland are usually handled by rail to North Sydney, N.S., unloaded and transferred to steamers, then reloaded into narrow gauge cars at Port Aux Basques, N.F., for transference to destination. Other services to Newfoundland are afforded through Halifax.

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